



Lemna Environmental Technologies, Inc. (LET) has been a technology leader in small, municipal wastewater solutions with a secondary focus in select industrial applications since the early 1980's. With a strong sales history, hundreds of installations across North America, and innovative technologies that meet or exceed customer requirements, LET is uniquely positioned for growth and broadening of our core product offering.

Lemna Environmental Technologies, Inc. of Vadnais Heights, MN is seeking a **Regional Sales Associate** who will be responsible for assisting with sales in a designated region.

Job Summary & Responsibilities:

Candidate will assist with regional sales through coordinating with Regional Sales Manager and local sales representatives. Primary tasks will include but are not limited to:

- Facilitate sales, develop relationships, and help grow business in a multi-state territory through industry representatives with the direction of the regional sales manager.
- Collaborate and communicate with the regional sales manager, engineers, reps, and customers to facilitate innovative solutions.
- Assist with efforts within assigned region for managing rep network, tracking ongoing opportunities, and communicating regional requirements to sales leadership and operations.

This individual will be a key contributor to the sales team and effectively communicate with marketing, engineering, and operations to drive success. They will be responsible for assisting with driving sales in the assigned region through excellent communication, attention to detail, and exceptional customer service. They will also contribute to internal projects related to enhancement of the overall improvements and deliverables tied to company goals.

Job Requirements:

- Bachelor's degree in business administration, engineering, or a related field.
- Minimum 2 years of experience in related field.
- Experience in wastewater treatment, water treatment, or environmental industry preferred.
- Proficient in Word, Excel, and Adobe Editor required.
- Demonstrated experience in data and document management.
- Excellent organizational, verbal and written communication, and interpersonal skills.
- Effective relationship builder with the ability to relate to clients with diverse backgrounds.
- Ability to navigate the sales cycle through generating growth, forecasting, and meeting sales targets.
- Understanding of customers and ability to improve customer satisfaction.
- Ability to manage time, competing tasks, and prioritize deliverables.
- Ability to travel up to 70% of the time to client sites, client offices, and industry tradeshows.

Benefits & Compensation:

- Competitive Salary; Commission & Bonus Eligible
- Medical benefits including dental
- Insurance benefits including life insurance
- Retirement benefits including company matching
- Paid holidays, sick, and personal leave
- Flexible work